

CRABTREE IS NEW FRANKLIN DEALER

Well Known Automobile Man Takes Over Sale of Air Cooled Cars.

Automobile Row, last week, welcomed the return of W. O. Crabtree to the passenger car field, when he became New York distributor for Franklin cars, with headquarters at 1825 Broadway, the longtime home of this well known air cooled time.

Fifteen successful years in the automobile business, which included the sale of both passenger cars and trucks in this city, Philadelphia, Red Bank and Princeton, made Crabtree, in the opinion of the Franklin Automobile Company of Syracuse, N. Y., the logical successor of Glenn A. Tidale upon the latter's retirement from business. Crabtree's re-

is a really big institution splendidly organized and operated and the high class character of the product—the new and higher powered car being one of the finest pieces of machinery ever saw. "Concerning my plans here in New York, I cannot emphasize too strongly the fact that I expect to take personal charge of the sales and service forces and come into direct contact with owners, prospects and buyers at all times." The new Franklin New York Company takes hold of the Franklin interests here at a time when the factory has more to offer to the public than ever before in its history. The Series 16 Franklin introduced here only a few weeks ago has a new and more powerful engine and other refinements and improvements that represent in one move an advancement which in most manufacturing schedules takes years to develop. The new car is faster on the straightaways, more powerful on hills and with the fan placed forward of the engine instead of behind it, thereby blowing the air to the cooling surfaces instead of sucking it there, the cooling system has been made positive and sufficient under all conditions.

AMOROUS IS MANAGER OF LOCOMOBILE BRANCH

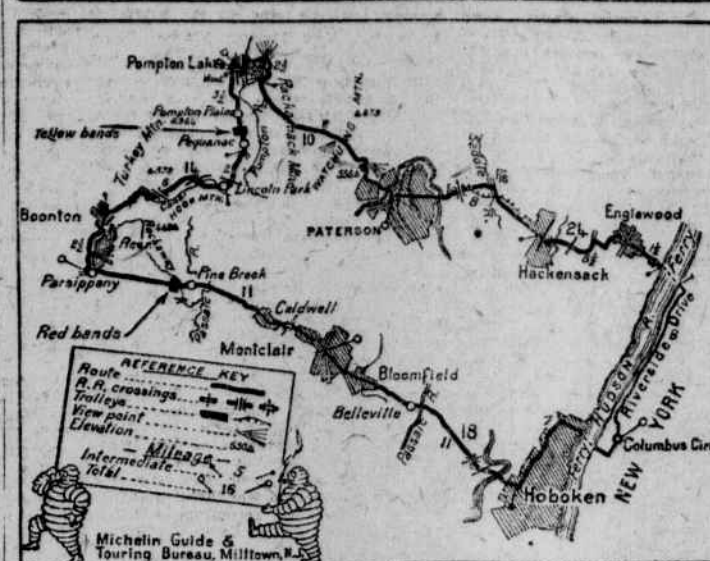
Clinton B. Amorous, formerly manager of the Locomobile Company of America's Boston branch and in charge of its New England distribution, has been named manager of the New York branch at 16 West Sixty-first street. Amorous relieves E. A. Travis, the general sales manager of the company, of the details of responsibility of the New York branch. Travis has lately been in charge of the New York branch in connection with the duties as general sales manager at the works in Bridgeport, Conn. Under the new arrangement Travis will be able to devote his entire time to the duties of general sales manager.

Amorous has been thoroughly schooled in the Locomobile organization. A graduate engineer, he went with the Locomobile Company some years ago, first in the engineering department and later in the purchasing department. His thorough familiarity with all the details of the car led to his selection for branch manager in several of the larger cities throughout the country. During the war Amorous served as a lieutenant-colonel of aviation in charge of assembly, salvage and repairs in the zone of advance in France. His work consisted of the construction and operation of several large camps with elaborate mechanical equipment for the different phases of aviation mechanical work. At the close of the war, with his retirement to civil life he resumed his activities in the automotive industry.

HUDSON AND ESSEX MAKE RECORD PRICE CUTS

"The present prices of many standard motor cars are markedly lower today, considering the values put into them, than at any time in the history of the industry," says Harry S. Haupt, the local Hudson and Essex distributor. "Since the summer of 1920, when drastic cuts began to be made in all industries, the automobile industry has been the leader in getting back to pre-war prices. That the public appreciated this was reflected in the tremendous sale of automobiles this year. Many manufacturers consistently took losses, particu-

A Trip Through Northern New Jersey



lars is called Packanack Mountain. At the sign board marked Silver Scene Park take the road to the right which leads around the lakes. Several good views are obtained in this road; one worthy of particular note just before the turn left over the bridge. It takes in the lakes, village of Pompton Lakes and the hills beyond. From the bridge take the views on both sides, to the right across the country, with the Ramapo Mountains beyond, and on the left the Turkey Mountain.

After crossing the bridge bear around left through Pompton Lakes village. At the junction marked by the war relics monument turn right. This road leads to Englewood, but after crossing railroad tracks turn left to the world war monument for Pompton Lakes and Englewood over picturesque road. Take right fork at Englewood, passing in back of Sweetman Bros. garage, for Lincoln Park, Turkey Mountain still on the left.

The splendid concrete road winds over the canal, and should be taken on the sharp turn over the bridge. At one of these bridges you will see an old time cable railway, which, it seems, occupies the bed of the abandoned canal. Follow concrete to Englewood, where you reach a red brick surface running left and right. Turn left on the picturesque road which leads to the Jersey City reservoir; toward the southern extremity a good view may be obtained across the water. Turn left in Parsippany and go straight on road with red bands to Pine Brook. From Caldwell the route is by Verona and Montclair, one of New Jersey's finest residential cities.

Turn left off Bloomfield avenue on Glenridge avenue, then bear left over railroad tracks in Bloomfield for Belleville. Cross the meadows over railroad tracks, then under railroad tracks, and over tracks again, entering Hoboken by Newark avenue. Take Hudson County Boulevard, and cross town to most convenient ferry.

BIG PLANS UNDER WAY FOR JERSEY CITY'S SHOW

Automobile dealers of Hudson County, New Jersey, are making elaborate plans for their annual show which will be held in the Fourth Regiment Armory, Jersey City, November 11 to 18. The exposition, which will be held under the auspices of the Hudson County Automobile Trade Association, will be devoted to passenger cars, open and closed types, and accessories. About 200 cars will be on display.

This show rightfully has earned its place as one of the most successful dealer shows. The motor car manufacturers have aided by sending their very latest types of cars for exhibit. A number of innovations will be inaugurated at the show, which will be watched by managers of dealer shows throughout the country.

The show committee consists of A. R. Southworth, chairman; Fred Hill, Joseph Delaney and Philip Glorlux. Fred W. Payne is manager.

G. W. Silaby, Jr., formerly salesman for the Franklin Automobile Company of New York, has joined the Patterson Anderson Advertising Company and will assist in handling Franklin advertising.

AUTOCAR COMPANY IS 25 YEARS OLD

Well Known Truck Manufacturers Were Responsible for the Shaft Drive.

The Autocar Company of Ardmore, Pa., manufacturer of the Autocar motor truck, completed its twenty-fifth year yesterday. This company is one of the few surviving pioneers. Both the company and its product have been tested in all wars through many years, in good times and bad, in peace, war and reconstruction.

Louis S. Clarke, founder of the company, and at present one of its vice-presidents, first became interested in motor vehicles in Pittsburgh in September, 1897. His attention was first centered on an electric vehicle, but about 1895 he turned toward the gasoline engine. In 1897 he combined his interests with those of William Morgan, who had been carrying on similar experimental work in Pittsburgh, and that combination of interests marked the real beginning of the Autocar Company. The company was incorporated under its present name in 1899 and early in the next year moved from Pittsburgh to the present location in Ardmore, Pa.

When the Automobile Club of America organized the first endurance run from New York to Buffalo in 1901, the Autocar Company entered two of its Type VI cars. There was so much trouble with chains breaking on the sprocket wheel during that first endurance run that Mr. Clarke decided that chains must be eliminated before the automobile could be adequately developed for general use. As soon as he returned to Ardmore he started designing a shaft driven car which, only two and one-half months later, was completed and driven by him to the automobile show in New York. That was the first shaft driven car built in America and the first of its kind ever exhibited here. It created great comment.

Work on Autocar commercial trucks was begun seriously in 1907. The first commercial car was sold in 1908 and remained continuously in service for three years until it was traded by its owner for a type 21-UP Autocar. The type 21-UP Autocar is still in production at the Autocar plant and is still in great demand. It and the type 21-UG are both equipped with the distinctive Autocar four cylinder motor. Four different four cylinder models, ranging from two to six tons capacities, now complete the Autocar line.

In addition to its manufacturing headquarters at Ardmore, the Autocar Company now maintains and operates thirty-six direct factory branches over the entire country. The branch at Newark, N. J., operates a reconditioning and warehousing department which has in active use a floor space of more than 75,000 square feet which is necessary to take care of the requirements of Autocar users in the New York metropolitan area.

He'll Be Missed



GLENN A. TIDALE.

Glenn A. Tidale, for many years distributor of Franklin cars in this territory, has retired from business—"for good," he says; but we don't want to believe it's that bad. It's bad enough to have him go at all, but to have him never come back—well, as the colored boy who used to keep the cars polished put it: "We need dat man!"

Glenn will be greatly missed by a host of warm friends in and out of the trade. This, and the fact that he made money for the company he represented and for himself is the golden lining.

It is our guess that he will not remain inactive long. Two many factories want him to represent them and he has too much get up and go to really relish carpet slippers and nothing to do as a steady diet.

On December 11th last, Tidale retired out ten years as New York dealer for the Franklin. He is president of the Automobile Merchants Association and a director of the Broadway Association. In 1919-20 he was president of the Rotary Club.

VELIE WINS ALBANY ECONOMY CONTEST

In the official annual economy run from Albany to Poughkeepsie and return, a distance of exactly 150 miles, conducted on October 14 by the Albany Times-Union, the Velie model 58, with its vibrationless Velie-built dynamo-motor, was awarded the Times-Union cup. Just 6 gallons of gas were used by the Velie—making 25 1/2 miles to the gallon, with a ton mileage of 39.43.

The Robert Bosch electrical system, including ignition, lighting, starting and spark plugs, was important equipment of the two German Dues automobiles which completed a 500 mile run on the Avus course in Berlin last month and for which the world's non-stop and endurance records are claimed. The only interruptions were for eight tire changes and one short pause to drain off water which had collected in the benzine tank during a rainstorm.

THIS AUTOMOBILE ROBE CANNOT BE STOLEN

A very unique accessory for automobiles has been invented and perfected by George C. McKibbin. It is called the "Robeup." It is an automobile robe in a metal container which is fastened to the floor of the car, and the application of the mechanism of the fastening is the same as that of the foot rest now used in cars. It is out of the way on the floor against the rear seat in the tonneau when not in use, and is placed in position as a foot rest when needed.

Along the Row

A climb of eight miles to an altitude of 5,500 feet in low gear without boiling the water in the radiator is the record across the mountains of F. H. Reese of Boston, Mass., in his Willys-Knight roadster, who piloted the car to the top of Mount Washington, N. H. The car had been driven 14,000 miles before the test was made. Several sales were made by the Willys-Coveland Boston branch as the result of this performance.

H. M. Holt, for a number of years manager of the Willys-Overland Fifty-seventh street service station, has been promoted to the Broadway sales department. H. J. Lang, formerly in charge of the estimate department, succeeds Mr. Holt as manager and A. W. Kelias has been appointed the position made vacant by Lang's advancement. All of the men are well known on automobile row, and their host of friends will be glad of their promotion.

Something New



All who have inspected the new Commander—the \$5,000 car built by the Commander Motors Corporation of Chicago—have been particularly interested in the novel and sensible position of the instrument board on the steering wheel. The accompanying photograph shows most attractively the instruments are arranged.

A tiny electric light hidden in the upper part of the mechanism of the instrument board, thrown on and off by a switch at the finger tips, makes it possible to see every instrument at night by simply glancing at the wheel. With this arrangement the line of vision is not disturbed and safer driving is the result.

They Honor Him



A. C. HARRINGTON.

Packard executives and department heads held a dinner at the Waldorf-Astoria, recently to celebrate the twentieth anniversary of Vice-President A. C. Harrington's connection with the Packard Motor Car Company. Mr. Harrington joined Packard in 1902, when the factory was at Warren, Ohio. His rise to the vice-presidency of the New York company came through successive promotions that were earned by unusual success in whatever job was assigned him.

Harrington was at times general sales manager at New York, vice-president of sales, and eastern representative for the national truck division of the Packard Company. In announcing his appointment to the latter office the company said of him:

"Early in his business experience, Mr. Harrington laid the basis for his success in his clean-cut recognition of the fact that service is more than a sale." In 1919 Harrington became vice-president of the New York company.

P. S.—The foregoing is from the Packard advertising manager. [The Editor.] In addition we want to say that this man Harrington swings a wicked maul. It took him seventeen years to get a vice-presidency, but only two years to get a great golf game.

Mrs. Theodore Roosevelt, widow of the late Mr. Roosevelt, who for a great many years was a six cylinder adherent, has been converted to the eight cylinder car, having purchased one of the H. H. Condit's latest 1922 Packard cars of General Manager J. H. Clark of the New York branch. Mrs. Roosevelt's new car is a seven passenger sedan.

According to Charles Larson the new five passenger brougham on the four cylinder Packard chassis has attracted more prospects to his place of business than any other one feature. In commenting on the new brougham Mr. Larson said: "We were especially interested in the number of women who came to view the new car. Other interested persons were those who wanted cars for business and family use. The new body type is an all-season car and fits every use."

CHANDLER SIX

Smartest Car on Fifth Avenue

ON Fifth Avenue—the world's greatest style show of motor cars—the new Chandler Six is distinguished by its grace and beauty.

The Metropolitan Sedan is typically metropolitan—a modish and modern automobile for people of position.

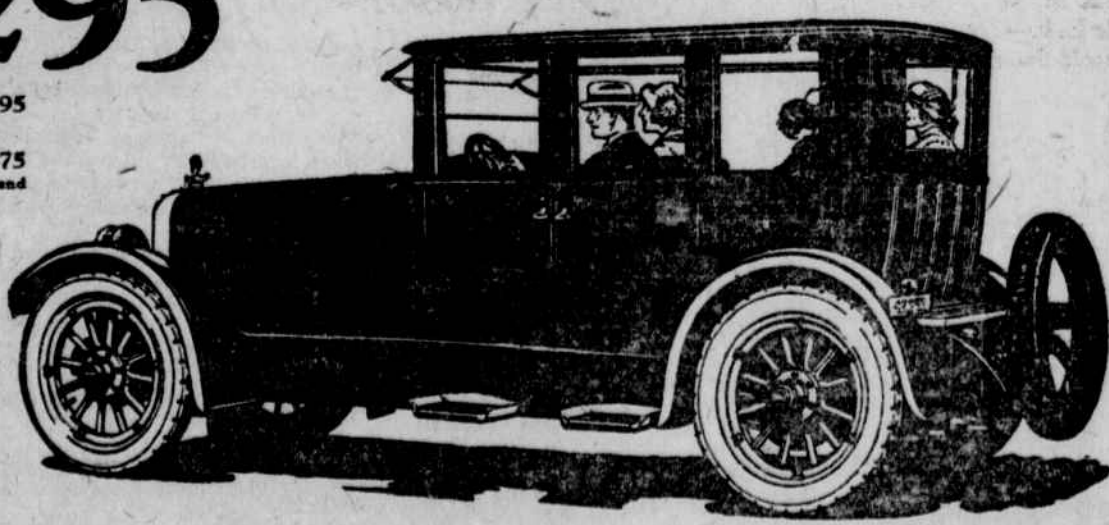
The coupé—a captivating car—appeals to feminine ideas of style and luxury.

The seven passenger sedan is smart, dignified and hospitable.

In all—the famous Chandler Six chassis gives perfect performance.

Metropolitan Sedan
\$2295

COUPE . . \$1995
Seven Passenger
SEDAN . . 2375
All prices F. O. B. Cleveland



Farrell Auto Co.,
Brooklyn
Ohio Motors, Inc.,
Newark

HULETT
Motor Car Company
INCORPORATED
1884 Broadway, at 62nd Street

Bennett Motor Car
Company,
Jamaica
Massoline Motor Car
Company,
Jersey City

The wealth of its experience and manufacturing resources enables Packard to endow the Single-Six with striking superiority.

More than that, it establishes a basis of production that now places the Single-Six within reach of the greater group which aspires to Packard ownership.

It remained for Packard—with its mastery of costs and production—thus to demonstrate the revolutionary value that can be built into a car of the finest quality.

PACKARD MOTOR CAR COMPANY
of NEW YORK

Broadway at Sixty-first Street

ASK THE MAN WHO OWNS ONE

PACKARD